

**Governor Chris Christie
Lt. Governor Kim Guadagno**

New Jersey's Pharma Workforce

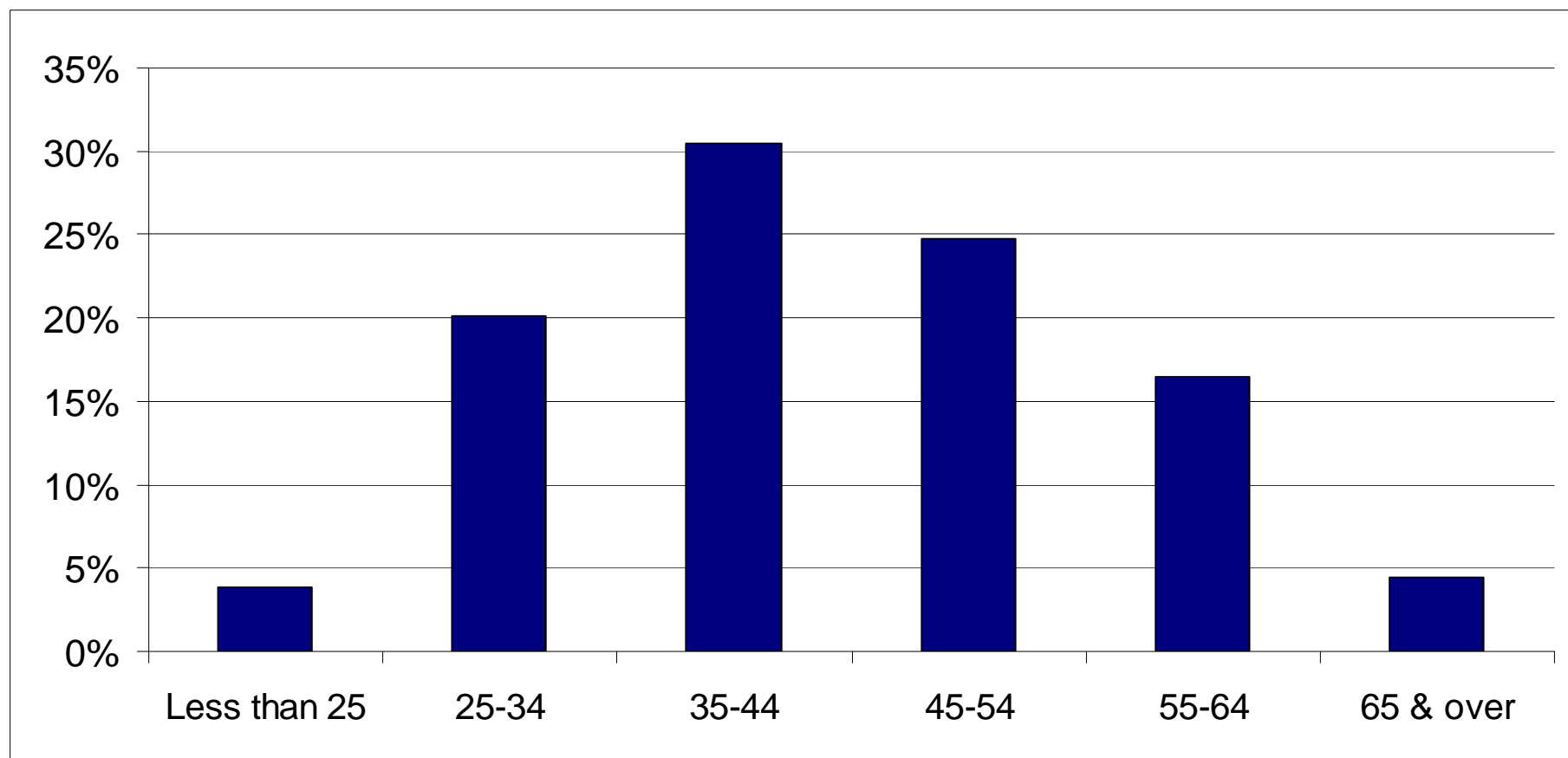


**The Division of Labor Market & Demographic Research
New Jersey Department of Labor and Workforce Development
October 2010**



Experience at All Levels

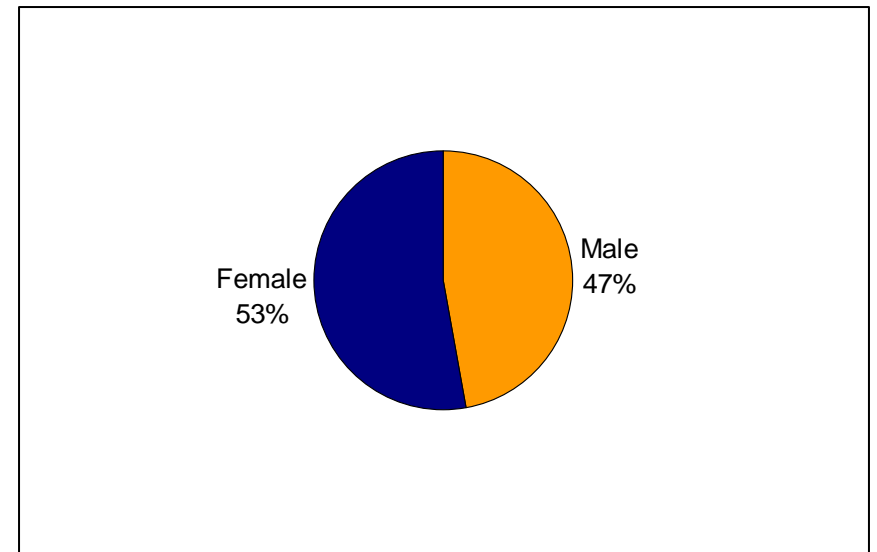
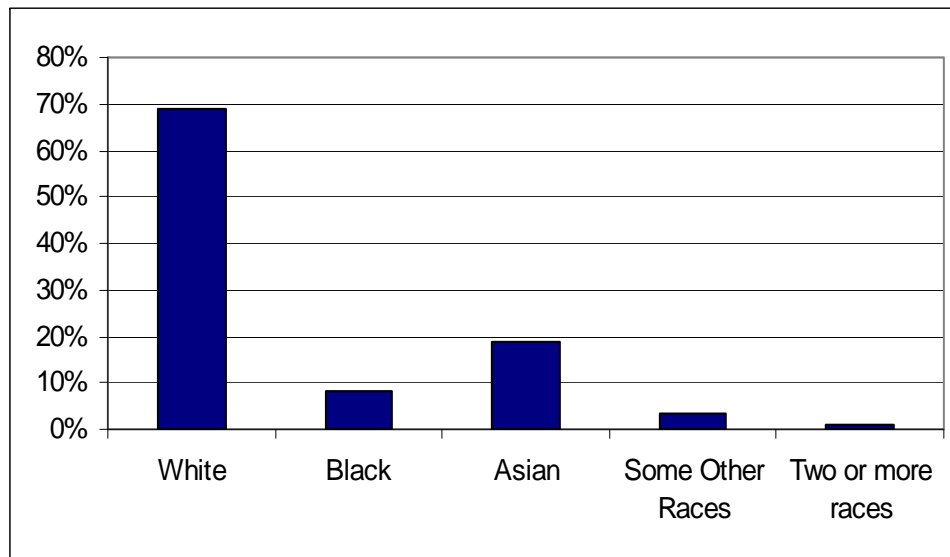
Age Distribution of Resident Pharma Workers



Source: 2008 American Community Survey Public Use Microdata



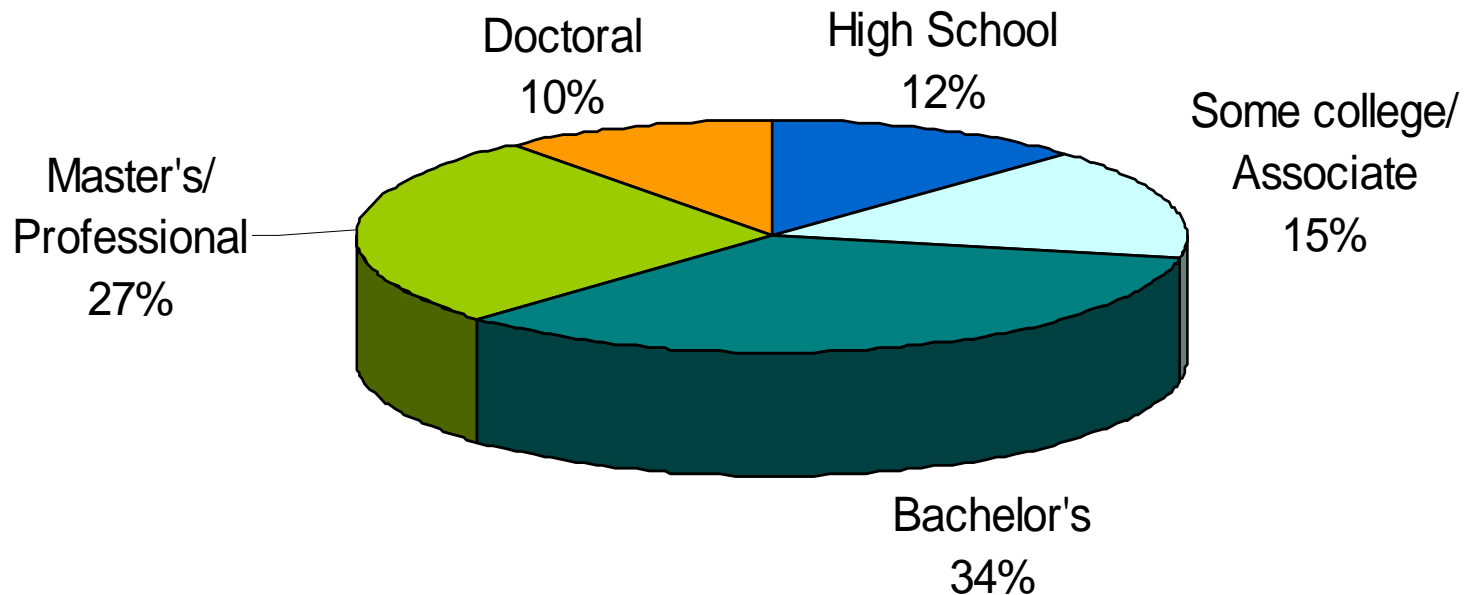
Diversity: Race and Gender in Pharma



Source: 2008 American Community Survey Public Use Microdata



Highly Skilled Workforce

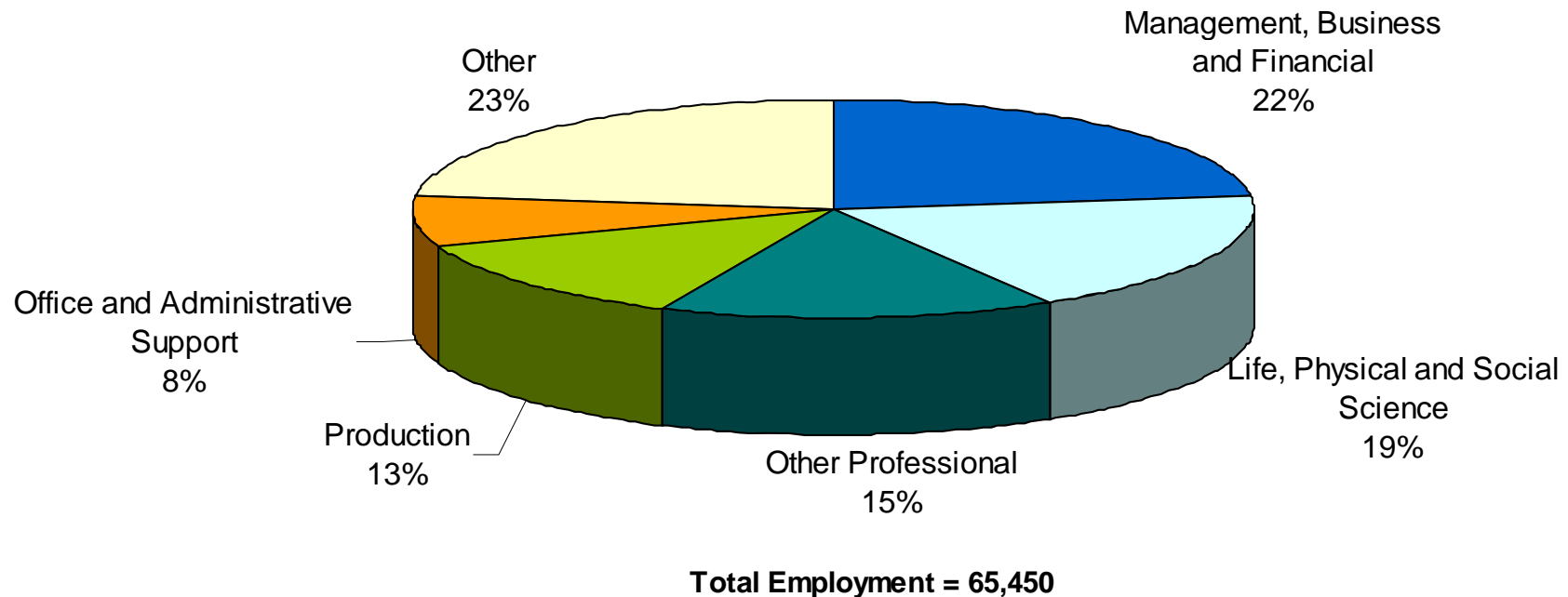


- 10% of pharma workers have a Doctorate degree
- 27% of pharma workers have Master's degrees

Source: 2008 American Community Survey Public Use Microdata



Occupational Distribution of Pharma Workers



Source: LWD, OES Program, 2009



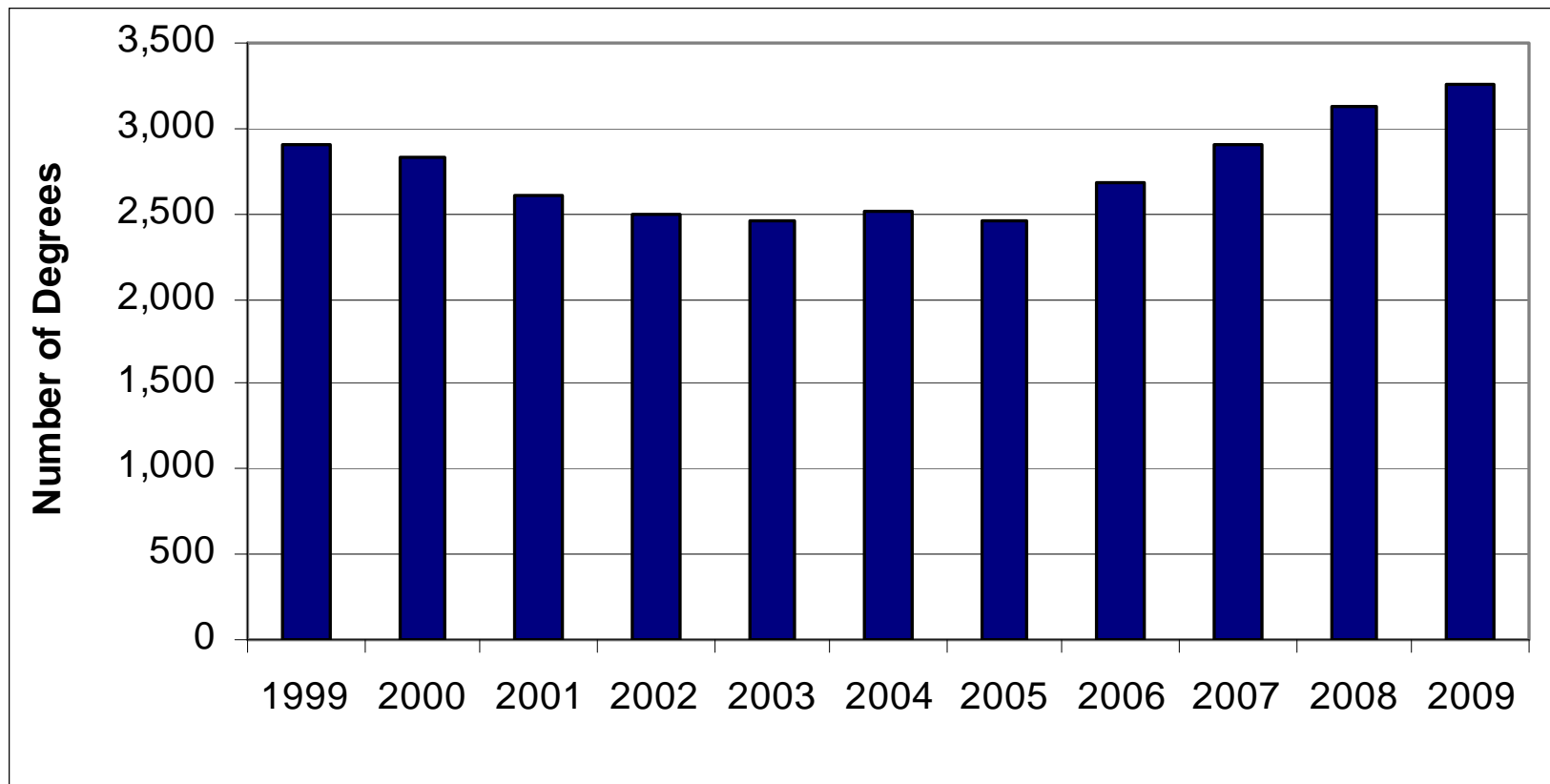
Staffing Pattern

Occupation	Employment	Percent of Total	Education / Training
Marketing Managers	690	1.1%	Bachelor's or higher degree, plus work experience
Sales Managers	310	0.5%	Bachelor's or higher degree, plus work experience
Computer and Information Systems Managers	1,110	1.7%	Bachelor's or higher degree, plus work experience
Medical and Health Services Managers	70	0.1%	Bachelor's or higher degree, plus work experience
Natural Sciences Managers	1,930	2.9%	Bachelor's or higher degree, plus work experience
Managers, All Other	2,710	4.1%	Work experience in a related occupation
Chief Executives	40	0.1%	Bachelor's or higher degree, plus work experience
Computer and Information Scientists, Research	240	0.4%	Doctoral degree
Statisticians	360	0.5%	Master's degree
Biomedical Engineers	110	0.2%	Bachelor's degree
Chemical Engineers	550	0.8%	Bachelor's degree
Biochemists and Biophysicists	2,400	3.7%	Doctoral degree
Microbiologists	760	1.2%	Doctoral degree
Biological Scientists, All Other	240	0.4%	Doctoral degree
Medical Scientists, Except Epidemiologists	2,790	4.3%	Doctoral degree
Life Scientists, All Other	290	0.4%	Bachelor's degree
Chemists	3,280	5.0%	Bachelor's degree
Materials Scientists	90	0.1%	Bachelor's degree
Physical Scientists, All Other	370	0.6%	Bachelor's degree
Market Research Analysts	380	0.6%	Bachelor's degree
Biological Technicians	610	0.9%	Bachelor's degree
Chemical Technicians	1,490	2.3%	Associate degree
Life, Physical, and Social Science Technicians, All Other	470	0.7%	Associate degree
Business Operations Specialists, All Other	2,760	4.2%	Bachelor's degree
Accountants and Auditors	790	1.2%	Bachelor's degree
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	620	0.9%	Work experience in a related occupation
Total, Selected Occupations	25,460	38.9%	
Total, All Occupations	65,470	100.0%	

Source: LWD, OES Program, 2009



Scientists in New Jersey: Total Science Degrees Awarded

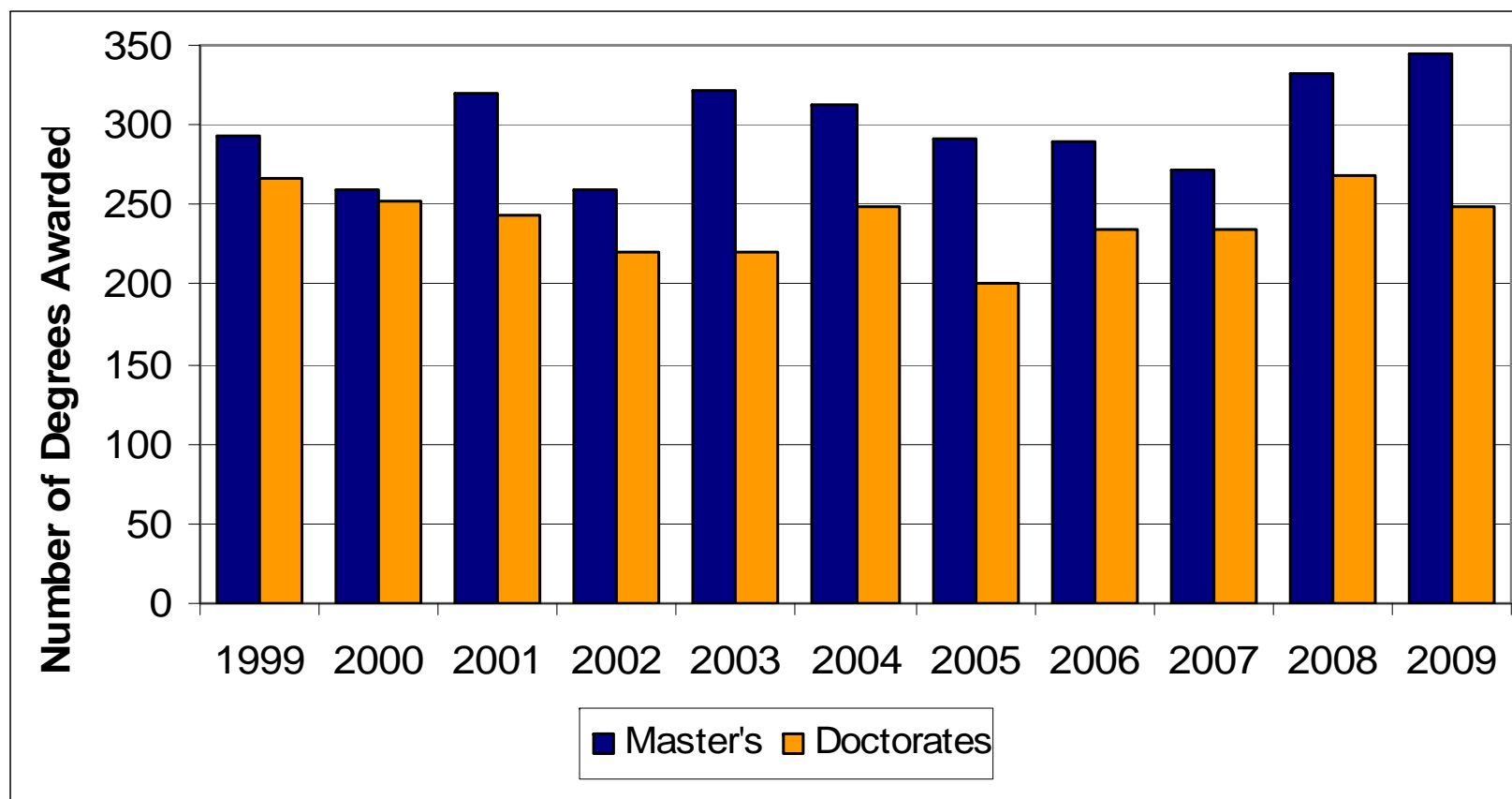


Note: Classification of Program codes changed in 2003; data may not be comparable for some programs

Source: New Jersey Commission on Higher Education, Integrated Postsecondary Data System (IPEDS), 2009



Graduate Degrees in Science Majors



Note: Classification of Program codes changed in 2003; data may not be comparable for some programs

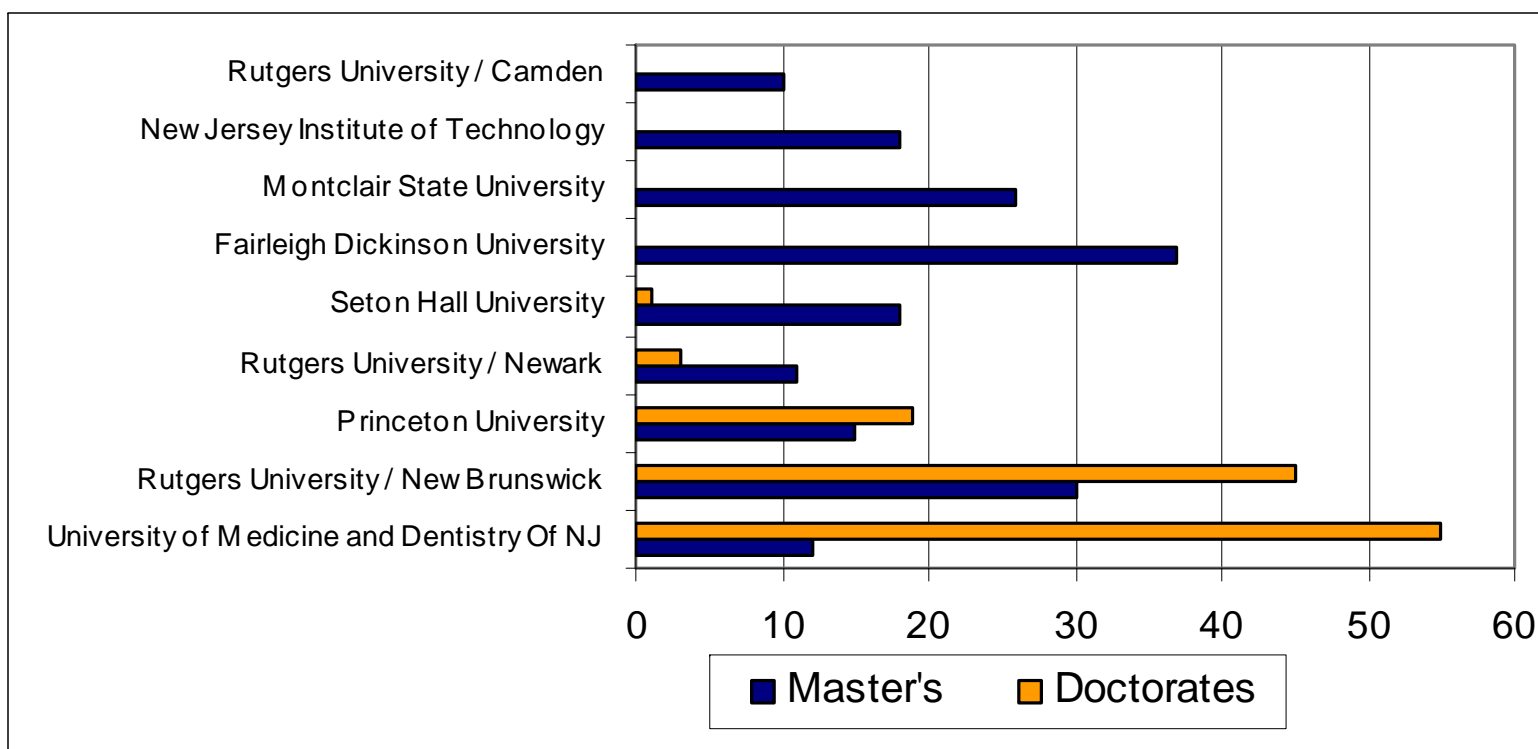
Source: New Jersey Commission on Higher Education, Integrated Postsecondary Data System (IPEDS), 2009



Graduate Degrees in Science 2009 By Select Institutions

Total

- 197 Master's
- 123 Doctorates

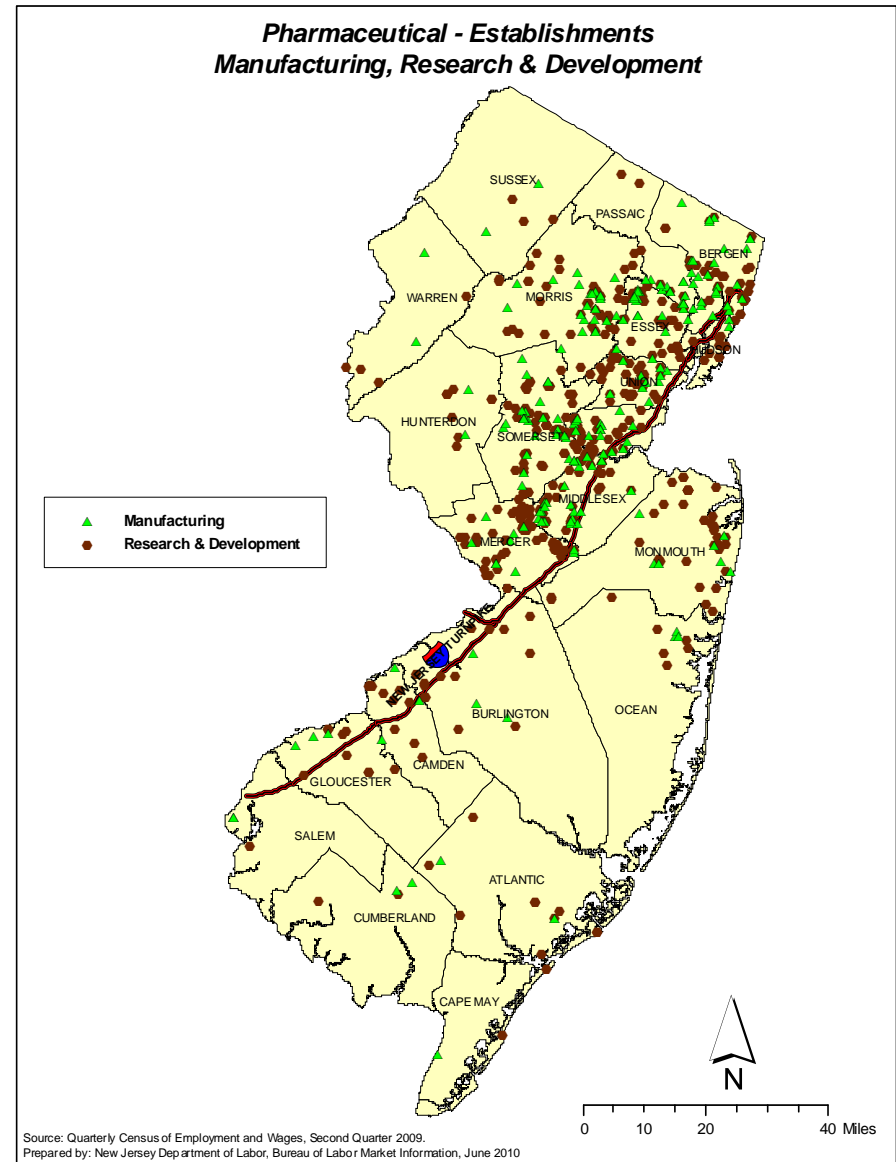


Source: New Jersey Commission on Higher Education, Integrated Postsecondary Data System (IPEDS), 2009



Pharma Sites in New Jersey

Companies cluster around
research institutes.

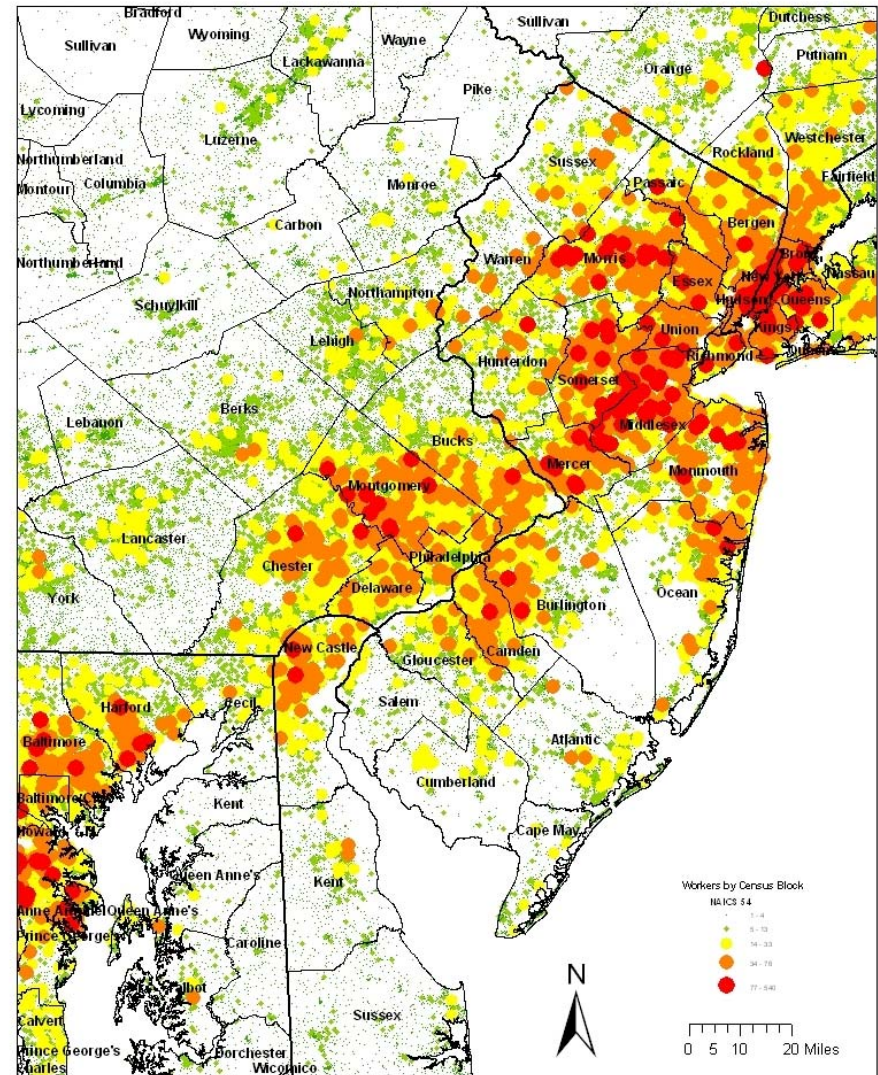




Professional, Scientific & Technical Services Labor Sheds

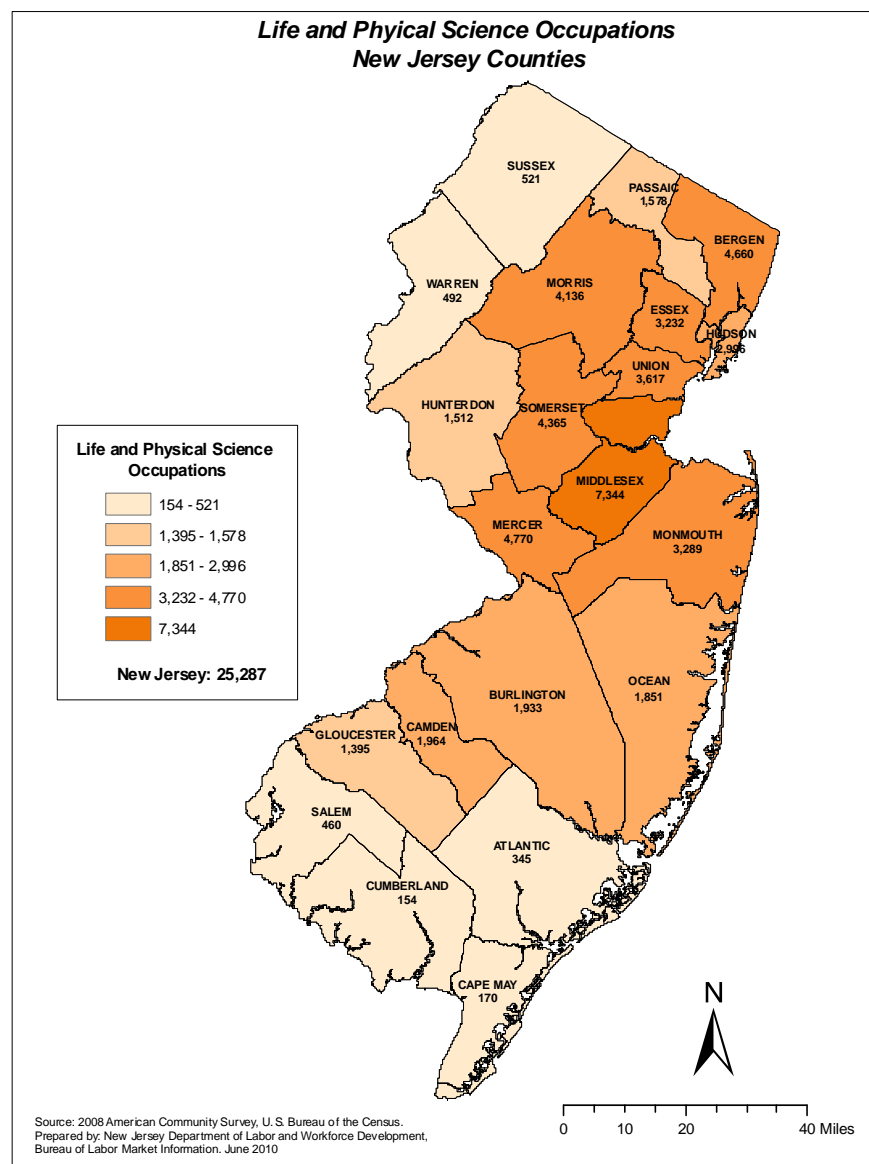
The high concentration of red and orange colors in the map indicates a high density of workers in the professional, scientific, and technical services.

*Professional, Technical and Scientific Services
Labor Shed*



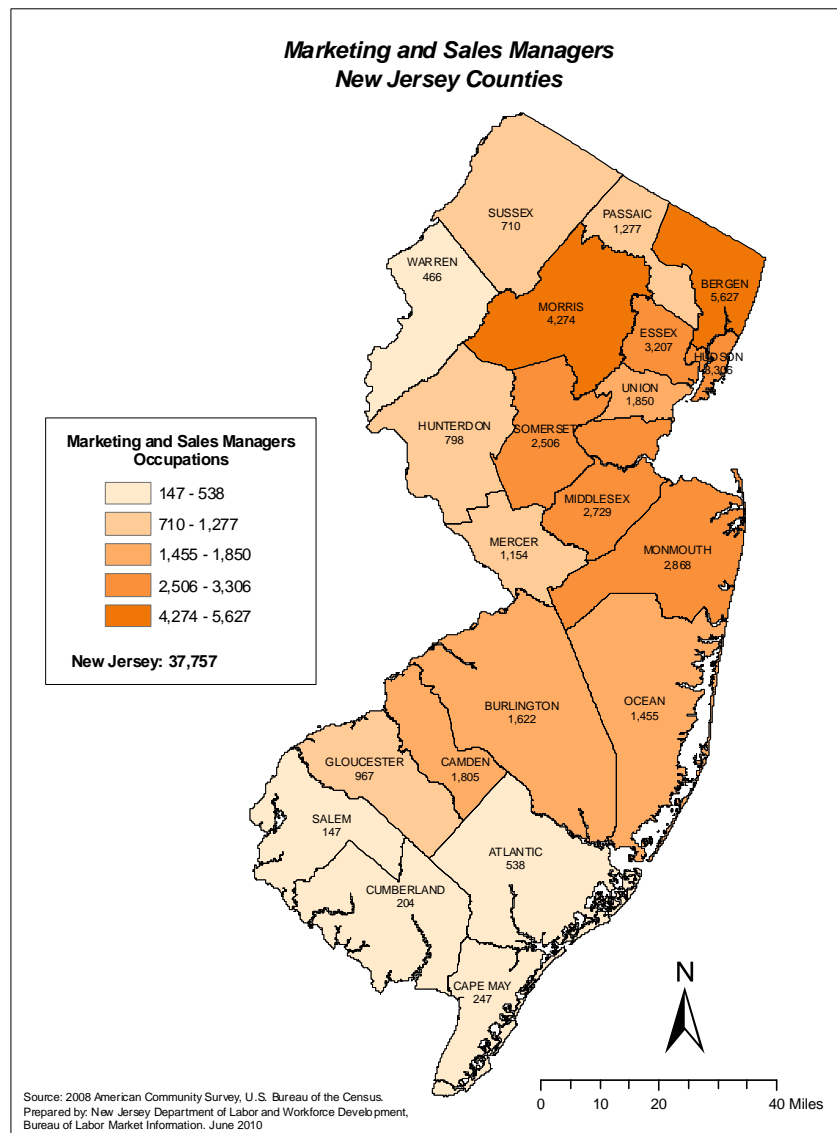


Geographic Distribution of Talent: Scientists by Residence





Geographic Distribution of Talent: Sales & Marketing by Residence





Food & Drug Administration's 2010 "Fast Facts"

Food and Drug Administration Fact Sheet – New Jersey

FDA Presence: 82 district employees stationed in New Jersey. Additionally we have 2 Team Biologics members, 1 Regional Shellfish Specialist, 1 CDER CSO and 2 IT people.

A National Drug Expert and a BIMO Specialist are now part of the Office of International Programs, Office of the Commissioner.

Resident Posts: Voorhees (NJ), North Brunswick (NJ)
Reports to: New Jersey District, Parsippany, New Jersey, who
Reports to: Central Region, Chicago, IL

Industry Presence in State:

There are 4,751 FDA-regulated establishments in the State of New Jersey

- Food establishments (includes cosmetics) – 46 percent
- Medical Device and Radiological establishments – 32 percent
- Human Drug establishments – 17 percent
- Biological establishments (includes blood banks) – 2 percent
- Animal drug and feed establishments – 3 percent

Industry Highlights:

- New Jersey is recognized internationally as the center of the global pharmaceutical industry. It is home to the headquarters of more pharmaceutical companies than any other state in the country, and any other country in the world. For several decades, New Jersey-headquartered pharmaceutical companies have discovered and developed more than 1/3 of the new drugs approved by FDA.
- The medical device industry is also a major industry in New Jersey, accounting for approximately 8% of U.S. medical technology sales.
- New Jersey also has a large and thriving seafood industry and is home to several major food-processing companies.



The Power of Our Economy: New Jersey's Economic Advantage

- New Jersey had the 8th-largest economy in the United States, with a Gross Domestic Product of state of \$474.9 billion. (SOURCE: Bureau of Economic Analysis, 2008)
- The total value of exports from the state was \$35.5 billion in 2008, tenth largest in the country. (SOURCE: Bureau of Economic Analysis, 2008)
- 18 Fortune 500 companies are headquartered in New Jersey. (SOURCE: Fortune, 2009)